

IEEE BUENAVENTURA SECTION - ENTREPRENEURSHIP WORKSHOP SERIES



Documentation Needed for Securing Funding for a Small Business

Instructor: Jerry Knotts

Oct 21, 2015, 6:30 PM to 8:30 PM

[Register online](#)

\$5 online registration for IEEE member or higher grades, and for associate and affiliate members.
\$15 online for non-members, \$35 at the door

Location: California Lutheran University

Swenson Center, Room 101, 141 Faculty Street, Thousand Oaks, CA 91360

Angel and venture investors provide financial resources to a small business in return of some percentage of ownership in the entrepreneur's business. This workshop will explore differences between these two types of investors and discuss the right time for a first conversation with them. Securing funding from these investors requires a solid documentation portfolio. The talk will discuss the content of the information to be developed before an entrepreneur should pitch an idea to these investors.

Jerry Knotts is the President/CEO of the California Coast Venture Forum and President of J.E. Knotts & Associates. He has more than 30 years successful experience in small, medium and large sized defense and aerospace low and hi-technology companies. He served as Vice-President/General Manager, Defense Electronics Division, California Microwave and Vice-President, American Nucleonics Corporation. He serves as a member of the Board of Counselors, California Lutheran University School of Business; a member of the SoCalBio Investor Conference Company/Company Screening Board; and a mentor for the LARTA Institute. Jerry has notable achievements in general business management, strategic planning, and business development. As a consultant. He serves on numerous Corporation Boards and provides strategic and financial planning services to small and medium sized companies. His academic background includes a BSEE (Electrical Engineering) from Penn State University; an MBA from Auburn; and graduate of the Defense Systems Management College (DSMC), Industrial College of the Armed Forces (ICAF), and Air War College. Jerry is a Senior Life Member of the IEEE and a registered Professional Engineer.



Address:

Swenson Center, Room 101
 141 Faculty Street
 Thousand Oaks, CA 91360

Directions from Ventura:

Take the Ventura Freeway 101 South.
 Take Lynn Road Exit, turn left, drive 2.9 miles.
 Lynn Road turns into Olsen Road, drive .9 miles.
 Turn right onto Mountclef Boulevard - the University is on the right
 Turn Right onto Faculty Street
 Park on Faculty Street or adjacent streets.
 Visitors may park on the streets after 7 pm without a permit.
 Important: do not park in the spots marked "Homeowner Parking only".
 Before 7 pm, we recommend to park in the G lot on the southwest corner of Olsen and MountClef and walk to the Swenson building.

Directions from Los Angeles:

Take the Ventura Freeway 101 North.
 Take Lynn Road Exit, turn right, drive 2.9 miles.
 Lynn Road turns into Olsen Road, drive .9 miles.
 Turn right onto Mountclef Boulevard - the University is on the right.
 Turn Right onto Faculty Street
 Park on Faculty Street or adjacent streets.
 Parking on the street is open after 7 pm.
 Prior to 7 pm, Respect parking signs and do not park in faculty spots.
 Visitors may park on the streets after 7 pm without a permit.
 Important: do not park in the spots marked "Homeowner Parking only".
 Before 7 pm, we recommend to park in the G lot on the southwest corner of Olsen and MountClef an walk to the Swenson building.